

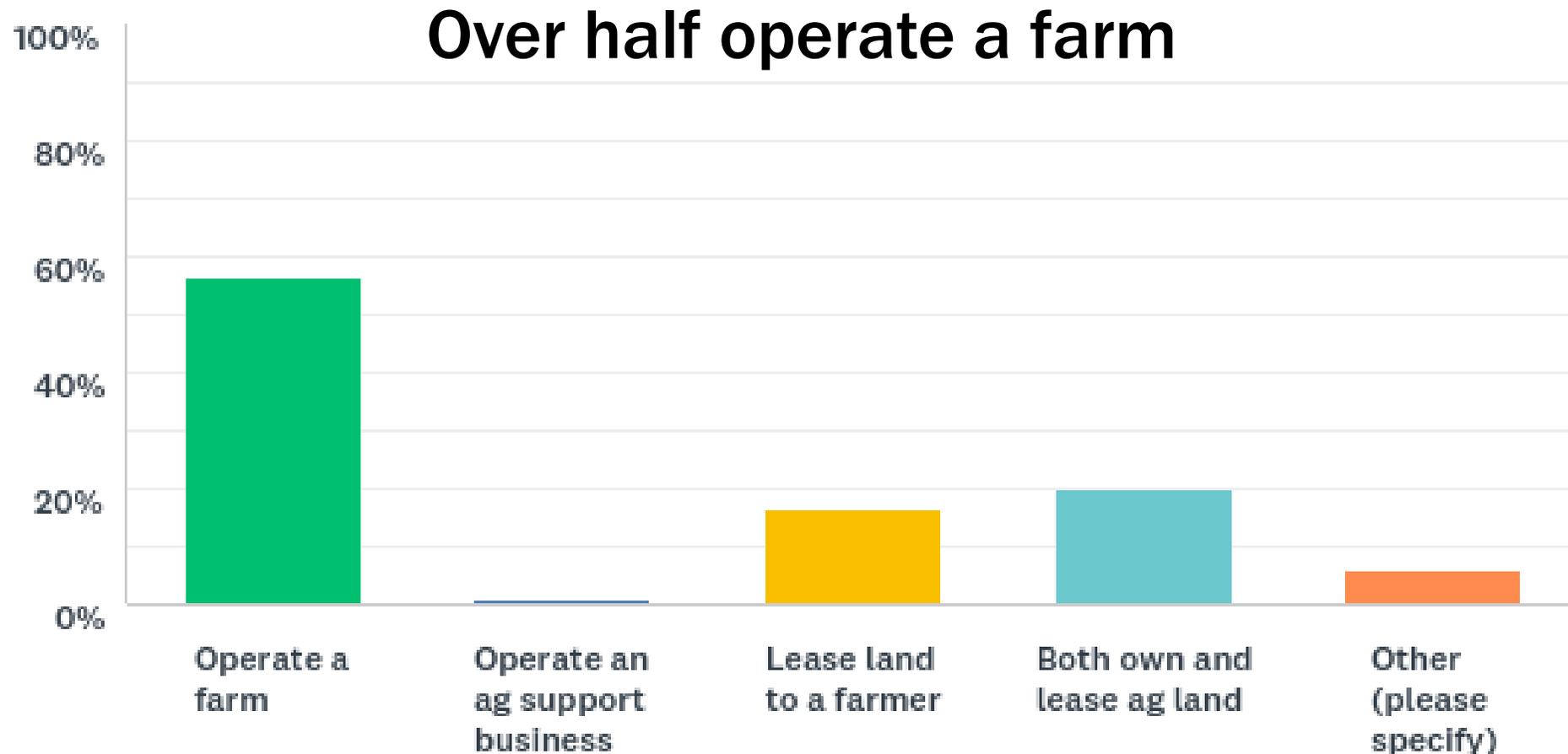
AGRICULTURE ECONOMIC VIABILITY SURVEY RESULTS

Farmers & Members
of the Agriculture Community

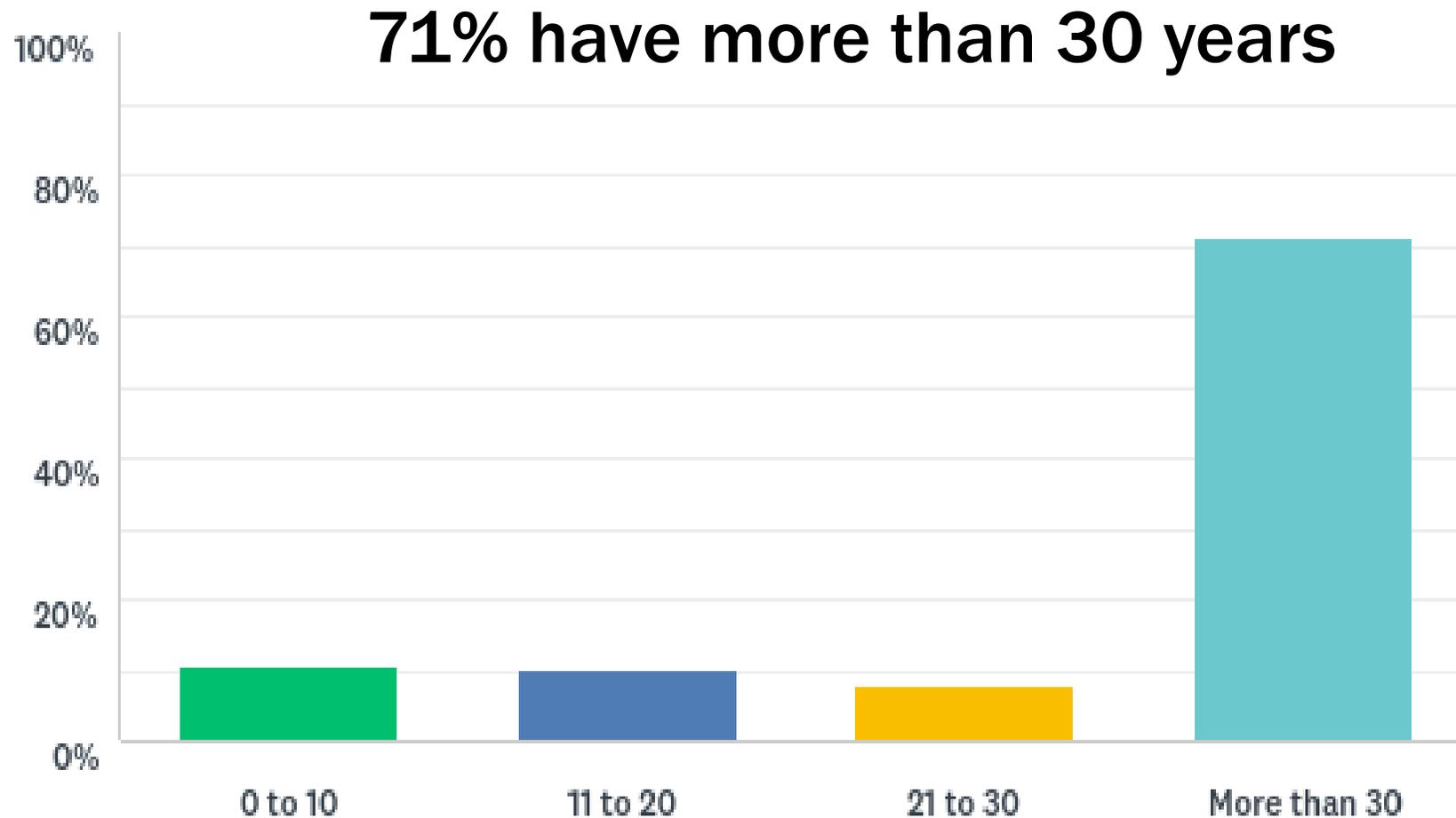
289 surveys completed

April 22, 2019

Q1: What is your role in Frederick County's agricultural industry?

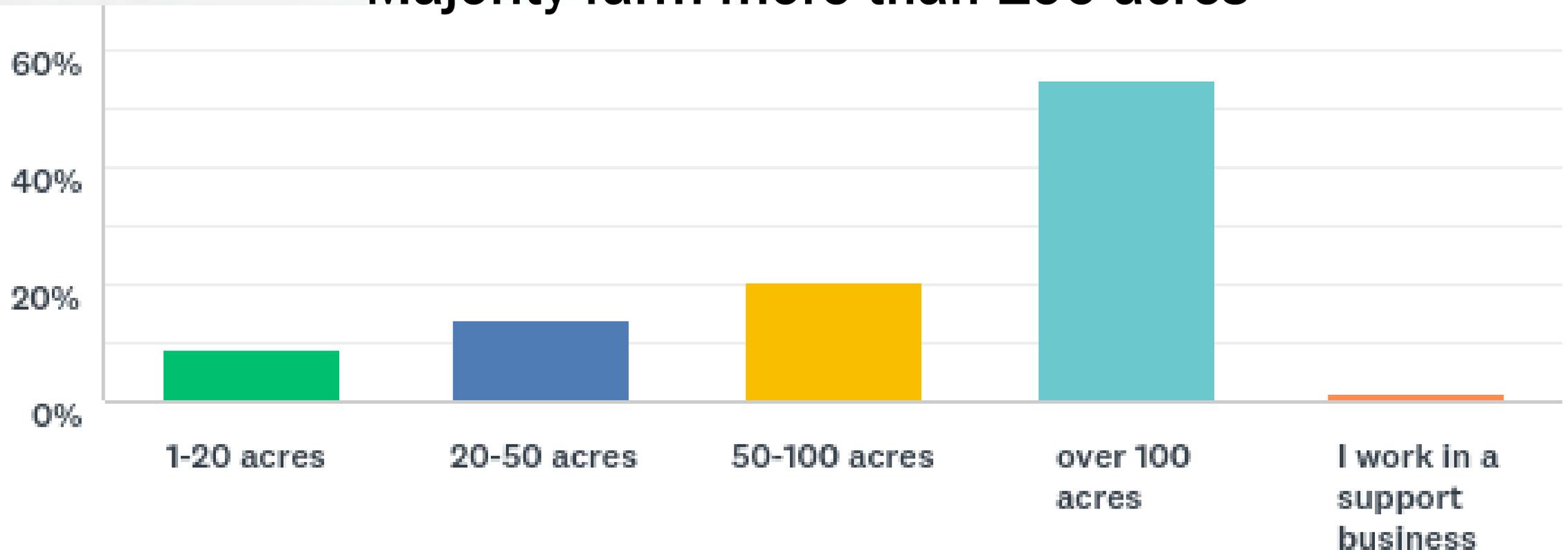


Q2: How many years of experience do you have in agriculture?

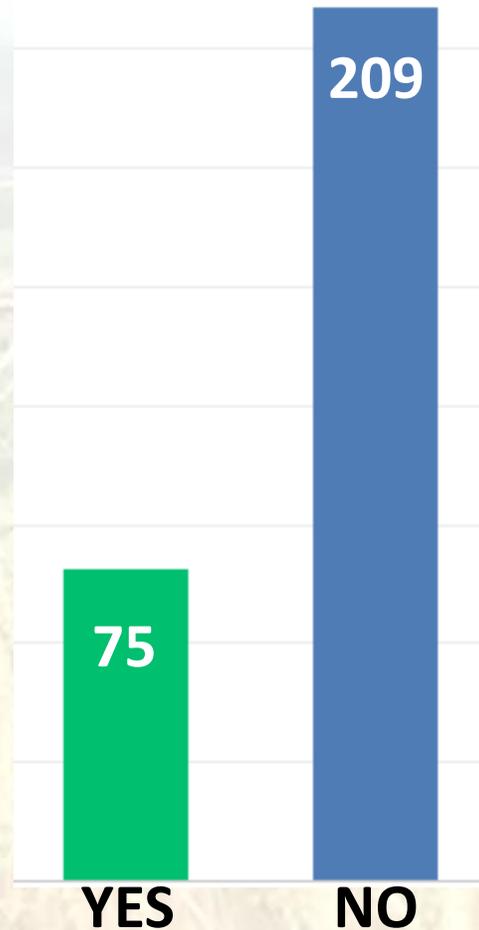


Q3: How many acres do you have in active production?

Majority farm more than 100 acres



Q4: Do you have access to additional acreage you could farm, or additional ag business you could support?



74% No
26% Yes

What is preventing you from expanding?

Hard to find land
Costs/affordability

Regulations

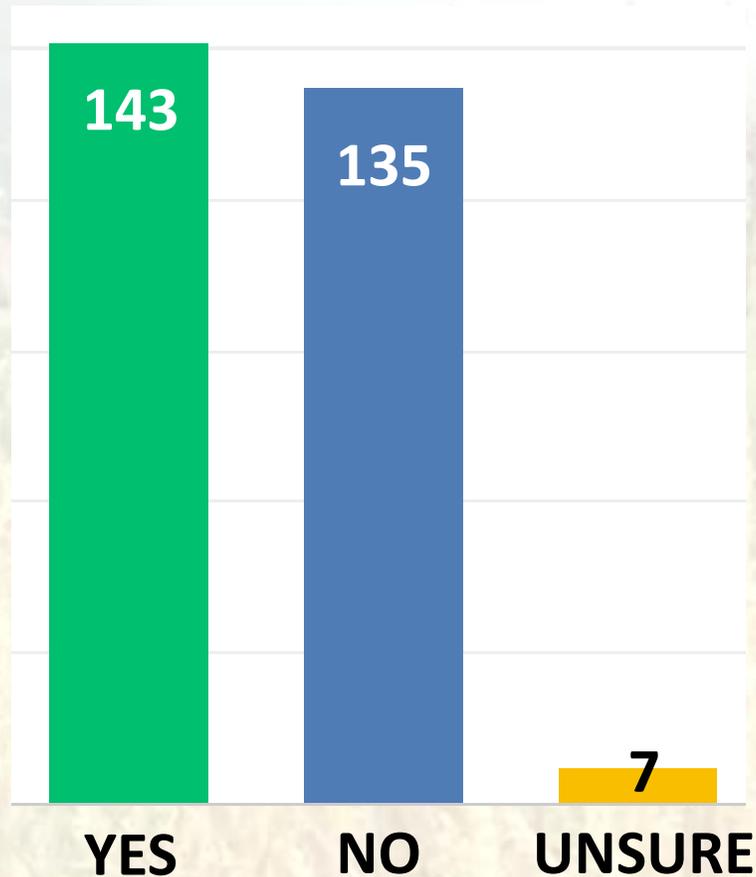
Time

Labor

Age

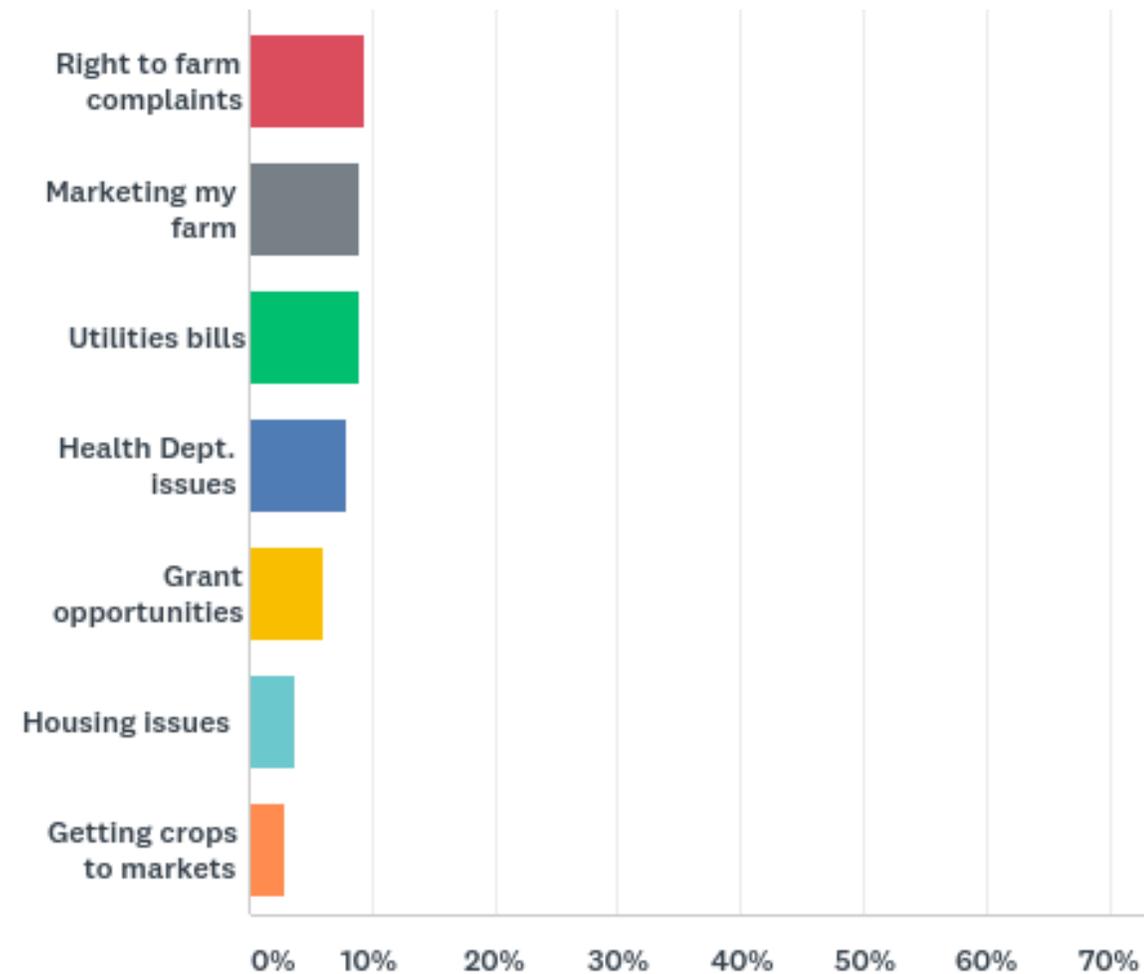
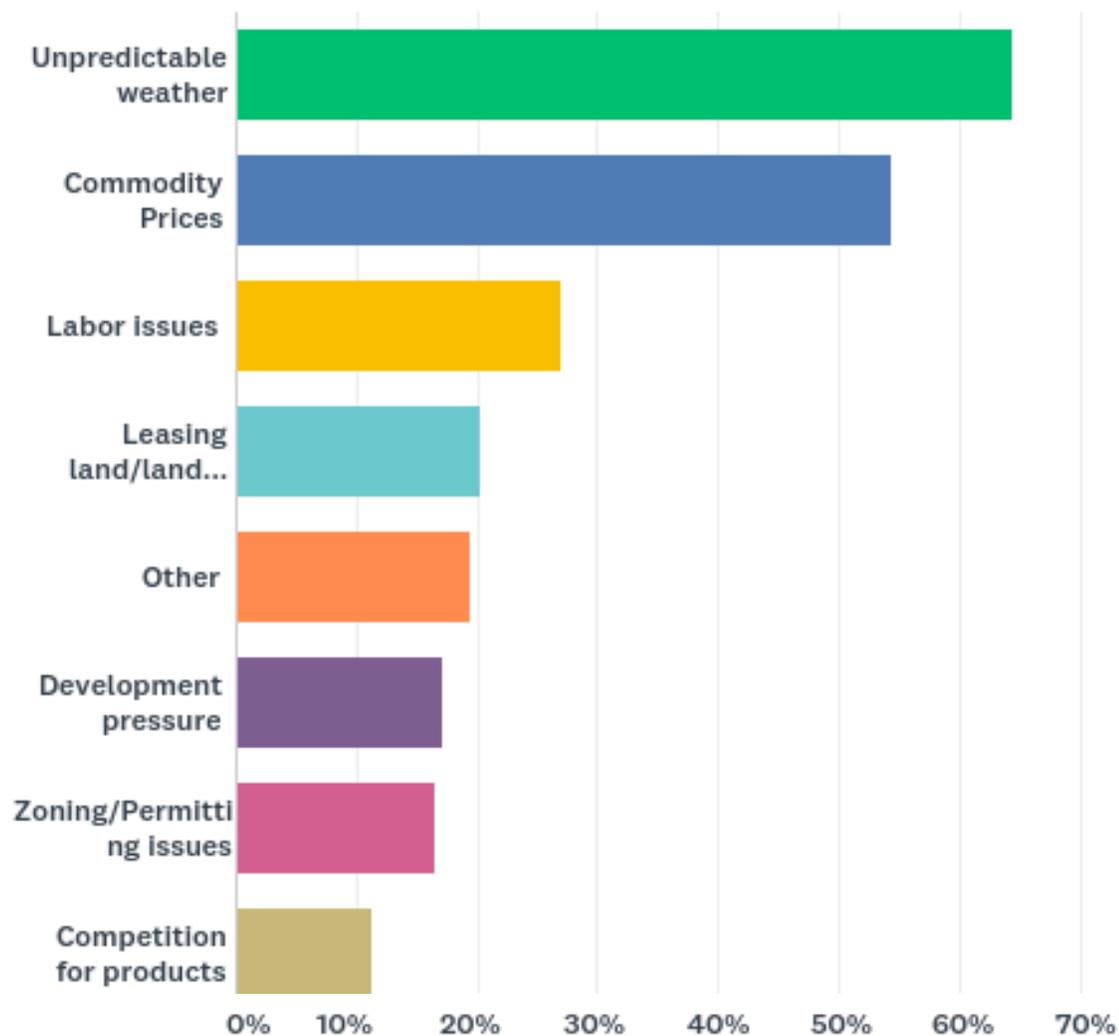
Do not wish to expand

Q5: Have you protected any of your farmland development by way of a land preservation program?



50% Yes
48% No
2% Unsure

Q6: What are the biggest challenges that you face?



Q6: Other Challenges

Sustainable profits (19)

Traffic issues when moving equipment (5)

Regulations (4)

Age of Farmers (4)

Natural deterrents: deer, insects, disease (4)

Responsible lessees (3)

Others Mentioned:

Lack of cooperatives, Shared-use right-of-way, Maintenance of fields, fencing, equipment. Better opportunities outside of ag business

Q7: Out of these challenges, which one would you rank as most important?

Commodity prices (97)

Weather (40)

Regulations (17)

Labor costs and shortage (15)

Zoning & land use (14)

Development pressure (14)

Leasing Land (10)

Marketing & Competition (10)

Others Mentioned:

Signage & Traffic on roadways, Taxes and insurance costs, Right-to-Farm complaints, Lack of cooperatives

Q8: What are the top sources of revenue on your farm or your support business?

Major crops (61)

Grains (56)

Hay & straw (55)

Rent/lease (29)

Dairy milk (28)

Beef cattle (27)

Livestock (23)

Agritourism (18)

Other Revenue Sources Mentioned:

Horse boarding, Wood/timber sales, Poultry, Farm-brewed beer & Wine, Pension & FT Job, Farm equipment, Cell tower, Sod

Q9: What type of value-added product are you producing?

None (55)

Beef/freezer beef (25)

Major crops (24)

Trees Lumber (23)

Craft Beverages (7)

Others Mentioned:

Training trail rides, Veggies, specialty crops, Lamb/sheep, Chicken, Milk, Wreaths, decorations, Eggs, Ice Cream, Wool roving, pelts & yarn, Lawn & garden, Pork, Small square baled hay, Applesauce, Leases for solar energy, Butter

Q10: What other uses of your land or business have you considered?

None (37)

Agritourism (20)

Solar (15)

Craft Beverages (16)

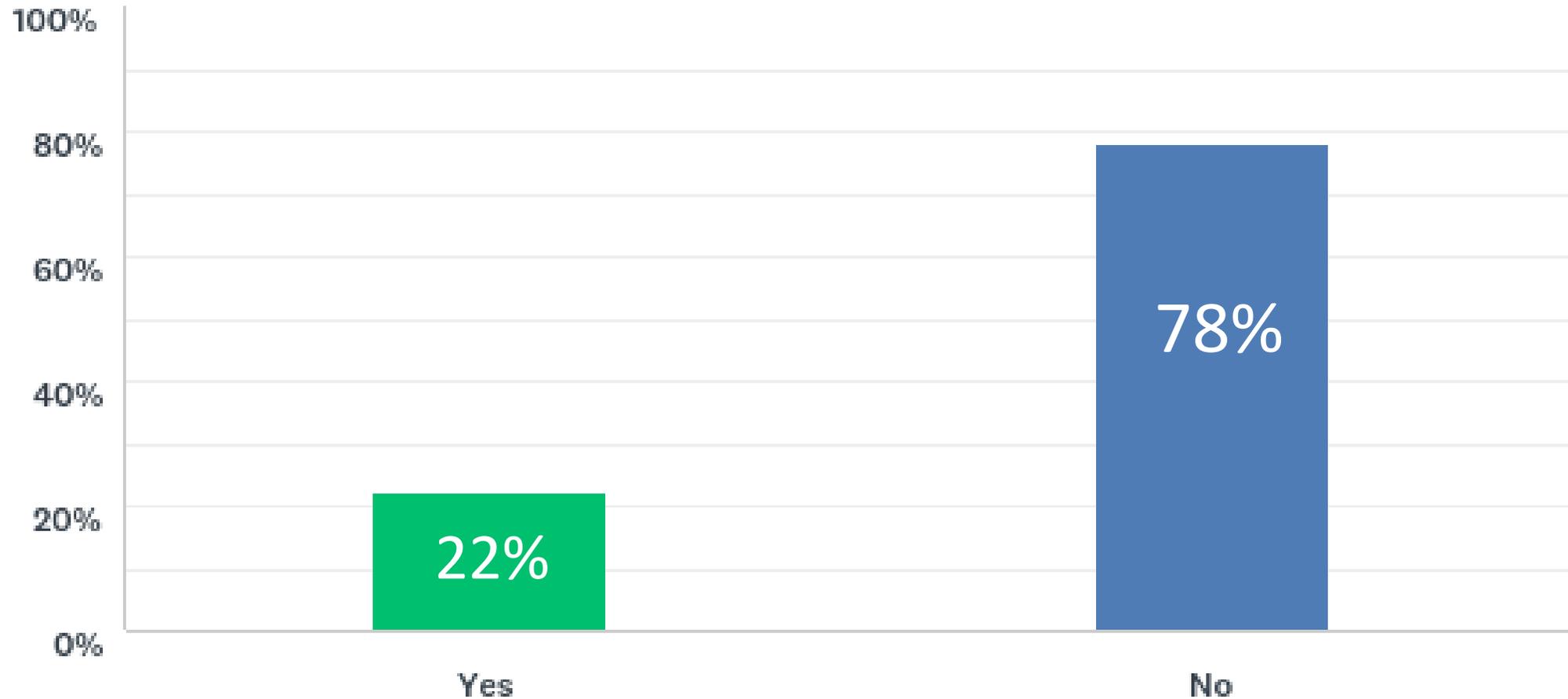
Events (13)

Value Added (8)

Others Mentioned:

Timber, Small-scale development lots, Land Conservation Preservation, CREP, Educational Outreach, Horse center/boarding

Q11: Have you explored these uses with local government staff?



Q12: What hurdles do you face?

None (25)

Cost (23)

Other Regulations (15)

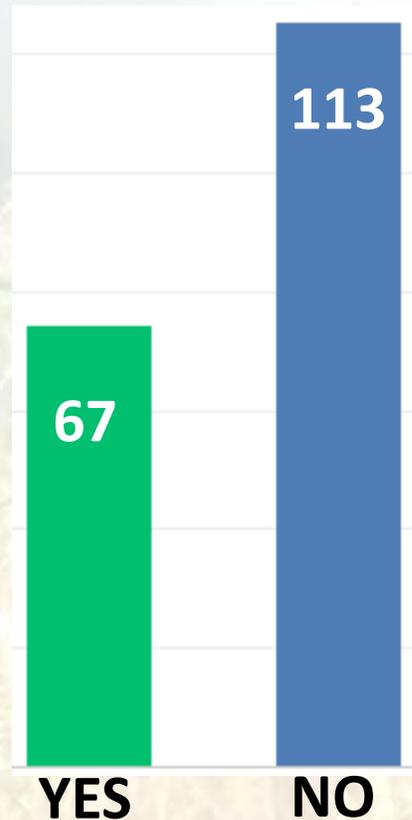
Permits (12)

Zoning Regulations (8)

Others Mentioned:

Time, Price fluctuations, Labor, Marketing, Age, Pressure from developers, Lack of storage for Grain, Environmental issues, Liability & licensing, Existing covenants, Finding timber harvesters

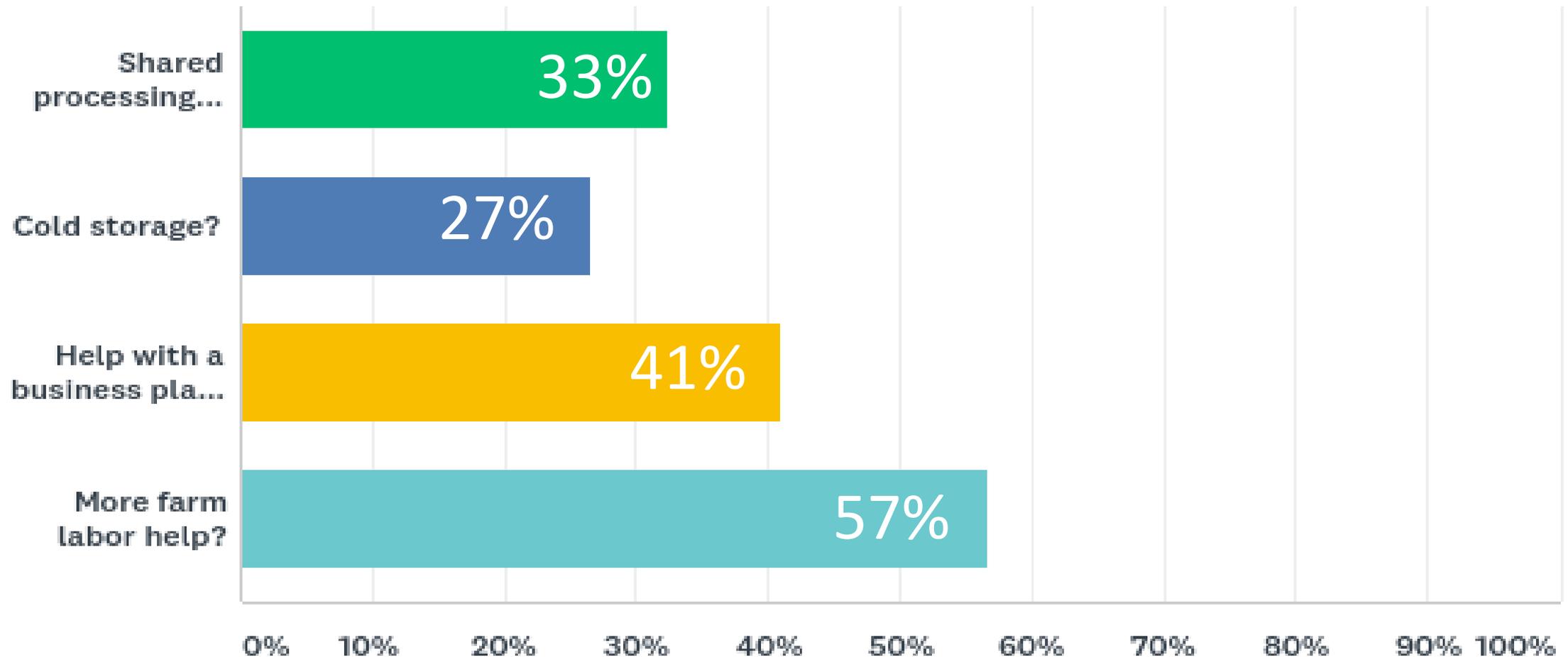
Q13: If you are not already producing value-added products or land uses, are you interested in learning more about such products/uses?



Respondents: 180

63% No
37% Yes

Q14: Do you have a need for:



Q15: Is there any other information that you would like to share?

- Plan for future generations of farmers
- Change the Agriculture Land Preservation Policy
- Develop a Farm Service directory
- Increase Critical Farms Funding
- Offer homestead credits for each farmer owned property
- Offer Grain storage
- Offer Malt house
- Provide large farmers market building
- Speed up Soil Conservation
- Wind turbines

Q16: What do you believe the county should do to support agricultural viability in Frederick County?

- Establish co-ops, clearinghouse, processing centers, Malthouse venues
- Increase land preservation
- Help with directional signage to value added farms
- Reduce Taxes
- Support nontraditional agriculture
- Ease zoning regulations
- Do more to promote HomegrownFrederick.com
- Educate public re: farm traffic
- Stop or Slow development